

Figure 1

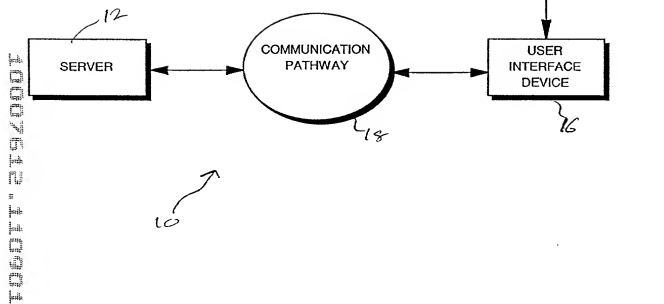
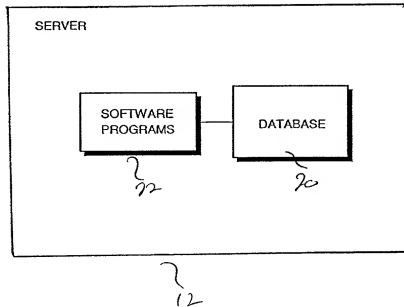
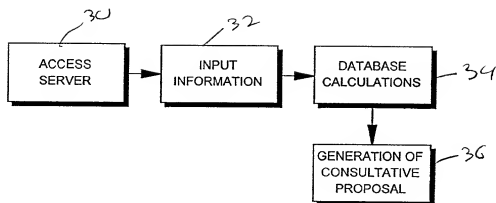


Figure 2



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Figure 3



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## Custom Solutions for Your Business



### Let's Get Started

Vehicle Management Savings

Find out how you can reduce your company's vehicle expenses. Answer a few simple questions. We'll create a tailored solution for your fleet.

If you have more than 150 vehicles [Click Here](#).

How do you currently acquire your vehicles? (Check all that apply)

- ☐ Dealership purchase ☐ Fleet management company  
☒ Driver reimbursement ☐ Other (please specify) \_\_\_\_\_

What funding sources has your company used to finance recent fleet purchases? (Check all that apply)

- ☐ Cash ☐ Open-end Operating Lease \_\_\_\_\_  
☐ Loan or Credit Line ☐ Other (please specify) \_\_\_\_\_  
☒ Closed-end lease (mileage and term limitations)

What resources do you use to dispose of your company's vehicles at replacement? (Check all that apply)

- ☐ Dealer trade-in ☐ Fleet management company  
☒ Driver purchase ☐ Other (please specify) \_\_\_\_\_  
☐ Wholesale/Auction

What types of vehicles do you have in your fleet? (Check all that apply)

What types of vehicles do you have in your fleet? (Check all that apply)  
[Find Out More](#)

- ☐ Compact car ☒ SUV  
☐ Midsize car ☐ Small pickup  
☐ Fullsize car ☐ Fullsize pickup  
☐ Luxury car ☐ Van  
☐ Minivan

Figure 4



## Custom Solutions for Your Business



Continue answering questions below

Vehicle Management Savings

Vehicle type	How many do you have of each?	How many miles are driven each year?	How often do you replace them?
SUV	42	30,000 Miles <input checked="" type="checkbox"/>	42 Months <input checked="" type="checkbox"/>

Does your company have a program in place to control fuel expenses?

[Find Out More](#)

☐ Yes ☒ No

If yes, what program(s) do you use? (Check all that apply)

- ☐ Cash / Credit card / Driver expense reimbursement  
☐ Electronic universal fuel card / Oil company card

Does your company have a policy in place to control vehicle maintenance expenses?

[Find Out More](#)

☐ Yes ☒ No

If yes, what program(s) do you use? (Check all that apply)

- ☐ Local service station relationship  
☐ Driver expense reimbursement  
☐ Comprehensive maintenance management program  
☐ Other

Who approves maintenance?

- ☐ Centralized from branches or regional offices  
☒ Decentralized from branches or regional offices  
☐ Driver managed  
☐ Other

In order for us to calculate the appropriate lease and tax implications specific to your business, please enter your state  for your headquarter location.

[back](#)

Figure 5

# Figure 6



Report Search

## Custom Solutions for Your Business



Here are your vehicle savings

### Vehicle Management Savings

Below is a summary of your vehicle management savings based on the information you provided. Click "view full report" to see your complete savings analysis, or click on the expense category to view specific savings recommendations.

Based on your current fleet profile, you could save \$4,728 annually by implementing these customized recommendations.

Expense Category	Recommendation	Potential Annual Net Savings
Vehicle Acquisition	<ul style="list-style-type: none"> <li>Buy your vehicles on a Fall/Spring factory.</li> <li>Order schedule and save 4% – 8% on the capitalized cost of the vehicle.</li> </ul>	\$320
Financing	<ul style="list-style-type: none"> <li>Lease to help improve your cash flow and free up capital to invest in your business.</li> <li>Maximize tax advantages by leasing instead of purchasing.</li> </ul>	
Maintenance	Use a maintenance management program to: <ul style="list-style-type: none"> <li>Control repair costs.</li> <li>Access discounts at major vendors.</li> </ul>	\$2,294
Fuel	Implement a fuel card program to: <ul style="list-style-type: none"> <li>Control card use (you set the parameters).</li> <li>Monitor and consolidate expenses on one bill.</li> </ul>	\$1,299
Registration	<ul style="list-style-type: none"> <li>Outsource the administrative process of registering vehicles.</li> <li>Increase the productivity of your staff.</li> </ul>	\$336
Vehicle Resale	<ul style="list-style-type: none"> <li>Establish a replacement policy to optimize resale returns (based on GE's vast historical database).</li> <li>Leverage GE's national wholesale network of auctions and brokers.</li> </ul>	\$480
Potential Annual Net Savings		\$4,728

[apply now](#) [view full report](#)

[contact me](#)

[back](#)

These reports are viewed using Adobe Acrobat Reader® v4.0. If you do not have it installed on your PC, please download it now.



These cost savings are estimates and may vary with your particular usage requirements. The information contained in this proposal is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

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Figure 7

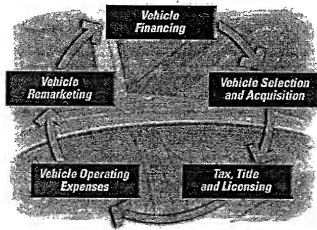
## ***Consultative Solution***

- Your Current Fleet Profile
- GE Recommendations
- Product and Service Information

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Figure 8

- Recommendations are based on evaluating the whole vehicle life cycle. They incorporate our vehicle management expertise as a global leader managing over one million vehicles worldwide.
- By utilizing our vast databases of historical vehicle data, we are able to benchmark your current fleet management and to project estimated cost savings.



## Table of Contents

### Vehicle Acquisition

### Financing

### Maintenance

### Fuel

### Registration

### Vehicle Resale

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# Figure 9

## Consultative Solution

### Your Current Fleet Background

<u>Vehicle Type</u>	<u># Vehicles</u>	<u>Avg. Miles/Year</u>	<u>Avg. Replacement Cycle (Months)</u>
Fullsize Car	10	25,000	36
Luxury Car	10	25,000	36
SUV	10	25,000	36

<u>Expense Category</u>	<u>Description</u>
Financing	Cash
Maintenance	Maintenance approval; Driver managed
Fuel	No fuel program
Vehicle Acquisition	Dealership purchase Driver reimbursement
Vehicle Resale	Driver Purchase

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Figure 10

Fleet Operations Recommendations

<u>Expense Category</u>	<u>Recommendations</u>	<u>Potential Annual Net Savings</u>
Vehicle Acquisition	Buy your vehicles on a Fall/Spring Factory Order schedule and save 4% to 8% on the capitalized cost of the vehicle	\$4,000
Financing	Lease to help improve your cash flow and free up capital to invest in your business. Maximize tax advantages by leasing versus ownership.	\$35,525
Maintenance	Utilize a Maintenance Management Program to control repair costs and access discounts at major vendors.	\$7,587
Fuel	Implement a fuel card program to control card usage and monitor and consolidate expenses on one bill.	\$7,158
Registration	Outsource the administrative process of registering vehicles. Increase the productivity of your staff.	\$1,948
Vehicle Resale	Establish a replacement policy to optimize resale returns. Leverage GE's national wholesale network of auctions and brokers.	\$6,000
<b>Total Potential Annual Net Savings</b>		<b>\$62,218</b>

Assumptions

GE is able on average to buy vehicles for \$400 less than other channels and GE is able to sell vehicles for \$600 more than other channels (based on market conditions, time of year, type of vehicles, etc.)

These cost savings are estimates and may vary with your particular usage requirements. The information contained in this proposal is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

## Figure 11

### **Your Office @ Fleet**

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*Your Office @ Fleet is an online application that helps you manage your fleet from your desktop.*

#### **Vehicle Ordering**

Your Office @ Fleet offers the most comprehensive online vehicle ordering tool in the industry with direct links to manufacturers and access to real-time data. You receive up-to-the minute notification of manufacturer changes, ensuring each order complies with manufacturer requirements. Access the Vehicle Ordering System's main menu for:

- Vehicle pricing and configuration – Receive immediate information on pricing, availability and options.
- Ordering options – Build an entire vehicle online; access Rapid Factory Order entry screen for factory orders, replacement orders or duplicate orders; place multiple batch orders online; or generate driver-based paperless ordering.
- Fleet specifications – Compare manufacturer makes and models for more informed buying decisions.
- Order status – Check the order status of your vehicle through delivery.

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#### **E-Mail Fleet Reporting**

You will automatically receive reports via email on a monthly basis to help manage your fleet. Your monthly emails will include:

- Invoices and bill details
- Fleet inventory report
- Maintenance and fuel expense summaries
- Over/Under parameter maintenance and fuel exceptions
- Warranty recovery report

#### **View/Update Vehicle**

With this tool for daily fleet management, you can:

- View and/or update real-time vehicle information; driver or driver details; recent fuel card transactions; life-to-date maintenance history; and odometer readings
- Add non-leased units to your fleet
- Take a unit off road for services
- Initiate a state or province transfer
- Order new service materials
- Initiate the re-marketing of the vehicle and run its fair market value

In addition, customer communications regarding timely fleet industry news to help manage your fleet are provided online within Your Office @ Fleet.

## Vehicle Selection and Acquisition

*Using extensive fleet planning tools, GE analyzes your fleet operation and maximizes cost savings throughout the life of your vehicles. Our Life Cycle Cost Analysis will help you understand the fixed and operating costs of every vehicle so you can make informed, appropriate decisions.*

### Vehicle Specification

- Experienced vehicle selection
- Depreciation rates analysis
- Vehicle options selection
- Purchase timing to minimize depreciation
- Expert up-fitting advice

### Vehicle Order and Delivery

- Convenient, accurate ordering
- North American dealer network
- Vehicles titled and road ready
- Up-fit process managed
- All invoices processed (manufacturer/dealer)

### Online Vehicle Ordering

*Your Office @ Fleet* offers the most comprehensive online vehicle-ordering tool in the industry. Access the Vehicle Ordering System's main menu for:

- Vehicle pricing and configuration information – Receive immediate feedback on pricing, availability and options.
- Ordering options – Build an entire vehicle online; access Rapid Factory Order entry screen for factory orders, replacement orders or duplicate orders; place multiple batch orders online; or generate driver-based paperless ordering.
- Fleet specifications – Compare manufacturer makes and models for more informed buying decisions.
- Order status – Check the order status of your vehicle through delivery.

### Vehicle Title & License and Tax Administration

- Up-to-date tax administration
- Reporting and payment of taxes on your behalf

# Figure 13

## Open-End Lease

*Smart managers now understand that with vehicles what matters to a business is use, not ownership. That's why leasing company vehicles makes so much sense.*

*GE offers an open end lease with a Terminal Rental Adjustment Clause—a TRAC Lease—for company vehicles. A TRAC Lease lets you choose and use the vehicles you want. A TRAC Lease helps you preserve working capital and decrease costs associated with your company vehicles—and add profit to your bottom line.*

### Smart Asset Management

There are many benefits to leasing your company vehicles:

- Lower monthly payments
- No capital is required as down payment, so you have more capital for business investments
- Competitive payments and interest rates make vehicle funding economical
- Level or step-down payment structures give you more flexibility
- Flexible terms allow you to better manage cash flows
- Flexibility to change vehicles (after 12 months) as your needs change
- Tax advantages of leasing versus ownership

### Outsource Administrative Tasks

From providing you with monthly billing to handling registration renewal notices, we provide service and convenience through:

- Consolidated billing
- RapidTag™ - a vehicle registration and re-licensing program that saves you time and money
- National Account Program – offers negotiated discounts on the purchase of vehicle products and services nationwide
- Consultation and use of our vast database to assist you in selecting the best make and model vehicle for your business application
- Configuration and coordination of all up-fitting of vehicles as required
- Vehicles are titled and ready to be driven
- GE's expertise delivers higher value
- GE offers a variety of service programs designed to provide expert, low-cost, and convenient assistance in all aspects of fleet management

← 90

Figure 14

# Lease vs. Corporate Ownership

## Estimated Savings Calculations

<u>Vehicle Type</u>	<u>Number of Vehicles</u>	<u>Purchase Cost/Lease Cap Cost</u>	<u>Estimated Net Sales Price</u>	<u>Avg. Replacement Cycle (Months)</u>	<u>NPV for Own</u>	<u>NPV for Lease</u>	<u>Lease Benefit</u>	<u>Annual Benefits</u>
Fullsize Car	10	\$25,575	\$9,500	36	\$16,245	\$12,928	\$3,317	\$1,106
Luxury Car	10	\$33,642	\$13,500	36	\$20,924	\$16,492	\$4,433	\$1,478
SUV	10	\$27,493	\$11,500	36	\$16,154	\$13,246	\$2,907	\$969

Potential Annual Net Savings

\$35,525

These cost savings are estimates and may vary with your particular usage requirements.

## Maintenance Management

*The Maintenance Management Program provides around-the-clock and "before the fact" control of vehicle repairs, resulting in lower overall maintenance cost and greater convenience for you and your drivers.*

### Maintenance Coverage

Our Maintenance Management Program offers your drivers the convenience of a large National Account and Independent Vendor Network. From tires to preventive maintenance to emergency roadside assistance, GE has you covered at every mile with a network of high-quality vendors across North America.

### Comprehensive Support, 24 Hours a Day

When drivers need repairs or maintenance, they simply present their Driver's Guide to the National Account Vendor. If the amount exceeds the authorization limit, the vendor calls our toll-free 24-hour Vehicle Maintenance Control Center. A GE Technical Advisor will then:

- Access vehicle history
- Review required maintenance with the service mechanic
- Check for recurring problems
- Search for warranty or post-warranty coverage
- Negotiate and validate price
- Authorize appropriate repairs

← 90

### Proven Cost Savings

Our Maintenance Management program saves customers millions of dollars each year, averaging more than \$8 of documented savings per vehicle per month. We achieve these savings by:

- Providing our negotiated pricing at National Account Vendors for routine maintenance
- Preventing unnecessary and repetitive repairs
- Negotiating competitive prices on parts and repair
- Recovering post-warranty costs
- Arranging convenient short-term rentals
- Offering total customer support 24 hours a day, seven days a week

### Consolidated Billing and Detailed Expense Reporting

We consolidate all maintenance invoices into one monthly bill for your entire fleet, saving you the cost of verifying, processing and paying multiple vendor invoices. In addition, our Management Reporting Package will track and analyze:

- Fixed and variable operating costs for each vehicle
- Exceptions on any vehicle or driver that exceeds your pre-set parameters
- Preventive maintenance overdue by vehicle

You can also access this information via our web reporting tool at *Your Office @ Fleet*.

Figure 16

### Maintenance Management Cost Benefit Analysis

*This analysis is intended to demonstrate the savings potential of the GE Maintenance Management Program.*

#### Assumptions

<u>Vehicle Type</u>	<u>Number of Vehicles</u>	<u>Annual Miles Per Vehicle</u>	<u>Total Annual Miles Driven</u>	<u>Average Replacement Mileage</u>	<u>Average Replacement Cycle (Months)</u>
Fullsize Car	10	25,000	250,000	74,000	36
Luxury Car	10	25,000	250,000	74,000	36
SUV	10	25,000	250,000	74,000	36

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Figure 17

## Maintenance Management Cost Benefit Analysis

2-200

## Estimated National Account Costs and Savings (Per Vehicle Type)

<u>Vehicle Type</u>	<u>Cost Per Month (Current)</u>	<u>Cost Per Month (With GE)</u>	<u>Optimal Savings Per Month</u>	<u>National Account Utilization</u>	<u>Savings Per Month</u>
Fullsize Car	\$27.29	\$21.25	\$240.33	\$158.33	\$175.33
Luxury Car	\$27.70	\$21.66	\$242.42	\$160.42	\$177.42
SUV	\$61.45	\$48.12	\$344.5	\$262.5	\$279.5

## Estimated Savings Calculations

<u>Potential Savings</u>	<u>Savings Per Month Per Vehicle</u>	<u>Total Savings Per Month</u>	<u>Total Savings Per Year</u>	<u>Total Savings Per Cycle</u>
National Account	\$19	\$581	\$6,975	\$20,925
Cost Avoidance	\$7	\$210	\$2,520	\$7,560
Post Warranty	\$1	\$36	\$432	\$1,296
<b>Total Potential Savings</b>	<b>\$28</b>	<b>\$827</b>	<b>\$9,927</b>	<b>\$29,781</b>
<b>Services Fee</b>	<b>\$6</b>	<b>\$195</b>	<b>\$2,340</b>	<b>\$7,020</b>
	<b>\$21</b>	<b>\$632</b>	<b>\$7,587</b>	<b>\$22,761</b>
	<b>Potential Annual Net Savings</b>		<b>\$7,587</b>	

These cost savings are estimates and may vary depending on your particular usage.

Figure 18

## Maintenance Management - Sample Report

ABC Quality Company

009999-01-01

APR 1997 PER DD 04

VER 1

Report Analysis				Fuel Total			
		Current Period	YTD	Last 12 months	Analysis		MPG
PERSONAL LES		56,998	222,215	652,824	CURR PER 1	50130	21.06
BUSINESS LES		998,859	3,558,974	9,400,303	YTD	177,086	21.35
TOTAL LES		1,055,857	3,781,162	10,053,127	LAST 12 M O	459,219	21.89
Avg MILE PER MONTH PER VEHICLE		2,237	2,036	1,967	# Active Veh.		
SOLDS INCLUDED		N L W A Y E E X T R A P O L A T E D					

Expense Analysis				Total			
		current period	YTD	Last 12 months			
VARIABLE EXPENSES							
PREVENTIVE MTC		2,510	11,029	29,669	0024	0029	0029
TRES		3,403	13,712	44,567	0032	0036	0044
MECHANICALSERVICES		1,223-	1,552-	4,739-	0011-	0004-	0005-
POLICY ADJUSTMENT		3,214	5,875	16,294	0021	0016	0016
STEERING		29	196	1,580	0001	0001	0002
SUSPENSION		188	267	1,170	0002	0001	0001
TRANSMISSION		126	1,282	5,956	0001	0005	0006
CHARGING SYSTEM		14	288	2,894	0001	0001	0002
COOLING SYSTEM		172	2,118	5,541	0002	0006	0005
EXHAUST			99	2,130			0002
ENGINE		432	7,327	10,261	0004	0019	0010
AIR COND/VENT		230	1,225	6,053	0002	0003	0006
ALIGNMENT		196	713	3,393	0002	0002	0003
OTHER MECH SRVS		4,234	16,878	57,205	0040	0045	0057
NON-REPAIR DUTY		7,721	11,150	11,017	0010	0010	0010
FUEL		62,513	223,351	582,715	0592	0591	0580
TOTAL VEHICLE EXPENSES		76,117	241,100	616,007	0011	0016	0016
ADMINISTRATIVE EXP							
DEPRECIATION		142,634	567,599	1,535,688	3351	1501	1528
INTEREST		29,465	117,904	311,531	0279	0312	0310
MANAGEMENT FEES		4,072	16,225	39,914	0039	0043	0040
LEASE & TAXES		21,656	79,687	211,129	0222	0211	0210
INSURANCE		136,667	706,666	2,439,594	1294	1269	1227
SERVICES FEES		6,848	27,408	75,634	0065	0072	0075
ADMIN & REGULATORY FEES		89	385	1,208	0001	0001	0001
NET ADJUSTMENT ON SALES		7,992-	1,649-	4,628	0076-	0004-	0005
TOTAL OPERATING EXPENSES		310,111	1,102,111	3,173,221	0010	0005	0008
OTHER EXPENSES							
ACCIDENT EXPENSES		4,634	28,427	107,843	0044	0075	0107
ACCIDENT RECOVERY		2,189-	7,612-	31,649-	0021-	0020-	0021-
ACCIDENTALEXPENSES					0011	0013	0015
PARKING & STORAGE		1,196	4,062	15,423	0001	0002	0003
CAR WASH					0012	0024	0024
TOLLS		123	783	3,192	0011	0013	0015
OTHER MECHANICAL		1,266	9,042	23,665	0001	0002	0003
TOTAL OPERATING EXPENSES		322,650	1,170,355	3,173,221	0012	0024	0024
PERSONAL LEASE CREDIT		190,515-	762,545-	2,267,874-	0011	0013	0015
TOTAL NET EXPENSES		132,135	407,810	905,347	0011	0013	0015

Per Mile				Per Mont-Per Vehicle			
		current period	YTD	Last 12 months			
0024	0029	0029	5.32	5.94	5.69		
0032	0036	0044	7.21	7.38	8.72		
0011-	0004-	0005-	2.38-	89-	93-		
0021	0016	0016	4.69	3.16	3.21		
0001	0001	0002	0.06	0.11	0.31		
0002	0001	0001	0.00	0.14	0.23		
0001	0005	0006	0.96	0.62	1.17		
0001	0001	0002	0.03	0.16	0.41		
0002	0006	0005	0.05	1.14	1.05		
		0002		0.05	0.42		
0004	0019	0010	0.52	0.95	2.01		
0002	0003	0006	0.66	0.66	1.18		
0002	0002	0003	0.42	0.38	0.66		
0040	0045	0057	8.97	9.09	11.19		
0592	0591	0580	132.44	120.27	114.03		
0011	0016	0016	49.15	43.25	41.53		
3351	1501	1528	303.19	306.65	300.53		
0279	0312	0310	62.43	63.45	60.97		
0039	0043	0040	8.63	8.74	7.81		
0222	0211	0210	49.69	42.91	41.32		
1294	1269	1227	289.95	380.54	477.49		
0065	0072	0075	14.76	14.51	14.76		
0001	0001	0001	19	21	24		
0076-	0004-	0005	16.93-	89-	91		
0010	0005	0008	1.02	0.61	0.61		
0044	0075	0107	9.82	15.31	21.19		
0021-	0020-	0021-	4.64-	3.99-	6.10-		
0011	0013	0015	2.53	2.59	3.02		
0001	0002	0003	0.26	0.42	0.62		
0012	0024	0024	2.68	4.87	6.43		
0011	0013	0015	10.65	10.81	21.19		
0004-	0017-	0017	403.63	410.63	447.72		
0011	0013	0015	10.65	10.81	21.19		

DATE 05/07/1997

TMR 2113

REPORT # MM FEB 050

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## GE Electronic Fuel Card

*The GE Electronic Fuel Card Program provides you and your drivers with a convenient credit card for purchasing fuel and monitoring usage. From cars to heavy-duty trucks, the Electronic Fuel Card fits the needs of any type of fleet.*

### Nationwide Coverage

The GE Electronic Fuel Card is accepted at more than 130,000 fuel locations nationwide, including:

- More than 28,000 diesel fuel sites, with 14,500 offering tractor-trailer accessibility
- 3,400 truck stops with tractor-trailer accessibility, overnight parking and convenience stores

### Convenience

- Multiple fuel types (unleaded, diesel, propane, alternative fuels, etc.)
- Point-of-sale transactions
- 24-hour driver support
- Odometer readings are captured and integrated with GE maintenance program data

### Security

Driver Personal Identification Numbers (PINs) protect the card from fraud and misuse.

- PIN identifies purchases by driver
- Card may be terminated quickly and easily
- Transaction limitations reduce potential risk
- Effective in "pool" vehicle and contract job applications

### Control

Extensive detail is captured on each purchase, giving you immediate control of your fleet expenses.

- Exception parameters are tailored to customer requirements
- Exception reports highlight vehicles operating outside your fleet parameters
- Transaction reports specify fuel type, fuel site, odometer reading, miles per gallon, cost per gallon, non-fuel transactions, etc., by vehicle
- Transactions are consolidated into one monthly bill

In addition, you can access updated fuel records via our web reporting tool at *Your Office @ Fleet*. The web tool makes it easy to:

- Request and cancel cards
- View fuel transaction and exception details
- Update vehicle and driver information

Figure 20

Fuel

## Fuel Policy Cost Benefit Projection Analysis

The most effective way to quantify the savings from the GE Electronic Fuel Management Program is to itemize the various additional fuel expenses your fleet may be experiencing. The following analysis quantifies where a fleet could realize savings based on historical experience within the fleet industry.

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## Assumptions

<u>Vehicle Types</u>	<u>Number of Vehicles</u>	<u>Annual Miles per Vehicle</u>	<u>Miles Per Gallon</u>	<u>Gallons Per Fill</u>	<u>Price Per Gallon</u>	<u>Annual Fuel Cost</u>
Fullsize Car	10	25,000	18.3	15.2	\$1.55	\$21,174.86
Luxury Car	10	25,000	17.20	14.80	\$1.55	\$22,529.07
SUV	10	25,000	13.60	19.20	\$1.55	\$28,492.64

Total Number of Vehicles	30
Dollar Differential on Premium Fuel	\$0.18
Annual Gallons Purchased	46,578
<b>Total Annual Fuel Costs</b>	<b>\$72,196.58</b>

Current Avg. Cost

Control Item	
Unauthorized Fuel Purchases	3%
Unnecessary Premium Purchases	20%
"Other" Items (lunch, soda, etc.)	5%
Internal Receipt Process (per receipt)	\$0.15

Item Cost Per Year

(total annual fuel cost X unauthorized fuel)	\$2,165.9
(gallons X unnec. prem. X \$ diff. prem.)	\$1,676.82
(total annual fuel costs X other items)	\$3,609.83
(# of vehicles X fill-ups X int. rec. processing)	\$425.74

Potential Total Savings	\$7,878.29
Services Fee	\$720

Potential Annual Net Savings \$7,158

These cost savings are estimates and may vary depending on your particular usage.

Figure 21

Fuel

Electronic Fuel Card

U.S. GE and Wright Express Partners

↖ 90

- 
- Admiral
  - Amoco
  - Ashland
  - AT
  - Williams
  - Best (MA)
  - B...
  - Capital
  - City
  - Cenex
  - Circle K
  - Citgo
  - Clark
  - Coastal
  - Conoco
  - Crown
  - Diamond
  - Erickson
  - Exxon
  - EZ Serve
  - Fina
  - Giant
  - Gas City
  - Gentle
  - Getty
  - Gulf
  - Hess
  - Holiday
  - Imperial
  - Mr. Foods
  - Kenyon
  - Kerr-McGee
  - Kwik Trip
  - Krause
  - Mapco
  - Marathon
  - MFA Oil
  - Minit Mart
  - Mobil
  - MVP
  - NCS
  - (Stop 'n Go - TX)
  - PetroSouth
  - Phillips 66
  - QuikTrip
  - Seaco
  - Sheetz
  - Shell
  - Simonson's (ND)
  - Sinclair\*
  - Sun
  - Sunoco
  - Super America
  - Superpumper
  - SuperQuik
  - Taylor Oil
  - Tesoro (AK)
  - Texaco
  - Total
  - Trade Oil
  - United
  - Unocal 76
  - Uno-Ven\*

\* Electronic roll out in process – Check with Station Attendant.

Figure 22

Fuel

## Electronic Fuel Card – Sample Report

230

GE Capital  
Fleet ServicesSummarizes  
by fuel type  
and exceptionELECTRONIC FUEL CARD  
SUMMARY REPORTFLEET  
LEVEL 2  
LEVEL 35555  
GROUP AABC ENTERPRISES, INC.  
GROUP ALEVEL 4  
LEVEL 5  
LEVEL 6INVOICE DATE 01/01/99  
PAGE 201Summary of fuel  
transactions

## FUEL TYPE SUMMARY

FUEL TRANSACTIONS		FUEL DOLLARS		FUEL GALLONS	
NUMBER	% OF TOTAL	TOTAL	% OF TOTAL	NUMBER	% OF TOTAL
2	3.77%	32.19	3.47%	29.81	3.44%
14	26.42%	278.15	29.97%	241.67	27.25%
9	16.96%	162.52	17.51%	149.10	16.81%
28	52.83%	455.27	49.05%	466.34	52.57%
53	100.0%	\$928.13	100.00%	887.12	100.00%

## EXCEPTION SUMMARY

FUEL TRANSACTIONS		FUEL DOLLARS		FUEL GALLONS	
NUMBER	% OF TOTAL	TOTAL	% OF TOTAL	NUMBER	% OF TOTAL
C COST PER TRANSACTION	0	0.00	0.00%	0.00	0.00%
D MULTIPLE PER DAY	6	24.84	3.45%	25.84	3.81%
F FUEL TYPE	25	454.41	63.02%	420.78	62.04%
G GALLONS PER TRANSACTION*	0	0.00	0.00%	0.00	0.00%
H AFTER HOURS	3	38.54	5.48%	33.33	4.91%
L EXCEED MIN LIMITS*	0	0.00	0.00%	0.00	0.00%
M MPG RANGE	11	126.00	17.47%	123.92	18.27%
P PRICE PER GALLON*	0	0.00	0.00%	0.00	0.00%
S STATE*	0	0.00	0.00%	0.00	0.00%
W WEEKEND	5	76.25	10.58%	74.36	10.96%

\* Denotes future exception possibility

TOTAL TRANSACTION PROCESSED

67

AVERAGE COST PER GALLON

\$1.063

Total # of exception  
transactions plus  
all transactions  
within parameters.Summary of  
transactions outside  
established parameters.

Figure 23

Fuel

## Electronic Fuel Card – Sample Report

*GE Capital Fleet Services*

*Details every transaction per unit per cycle.*

**ELECTRONIC FUEL CARD TRANSACTION REPORT**

*Reference fields as defined by your fleet.*

LEVEL 2  
LEVEL 3

5555 ABC ENTERPRISES, INC.  
GROUP A

*Your level structure sorted up to 6 levels.*

LEVEL 4  
LEVEL 5  
LEVEL 6

*Full VIN shown.*

INVOICE DATE: 10/1/99  
GE UNIT: 0098001  
PAGE: 1

*Same period as services invoice.*

CUST UNIT GE		CUST REF JOHN SMITH		YEAR/MAKE/MODEL 1998 FORD WINDSTAR		PLATE/STATE YY1234MN		VIN 1ABCD123EF4567890			
ACCOUNT NUMBER 01234506789104001		PREVIOUS MONTH'S ODOMETER 22713									
DATE	TIME	OIL CO.	ADDRESS	ODOMETER	DRIVER NAME	PROD TYPE	UNIT/ GALLONS	COST UNIT	TOTAL COST	MPG	EXCEPTION CODES
11/18/98	12:19	TOTAL	1234 JOHN ST., EDEN PRAIRIE MN 55346	22993	SMITH	UN+	14.500	1.090	15.81	19.31	F
11/23/98	13:49	AMOCO	456 ANYWHERE DR., CHANHASSEN MN 55317	23385	SMITH	UNL	20.100	1.010	20.30	19.50	
11/23/98	16:21	SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345	23716	SMITH	SUP	20.400	1.140	23.25	16.23	DFW
12/09/98	15:11	MOBIL	789 MAIN ST., EDINA MN 55435	25115	SMITH	UNL	19.300	0.990	19.11	72.49	MW
<b>FUEL BILLING TOTALS</b>							74.300	1.056	78.48		
<b>NON FUELING TRANSACTIONS</b>											
11/29/98	16:20	SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345	23716	SMITH	MOT	2.000	2.000	4.00		DOW
11/29/98	16:20	SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345	23716	SMITH	TAX	1.000		0.13		DOW
<b>TOTAL NON-FUEL</b>									4.13		
<b>TOTAL BILLING</b>									82.61		

*Exception Codes:*

A = Asset is off-road - new asset not found\*  
C = Cost Per Transaction  
D = Multiple per Day  
F = Fuel Type

G = Gallons per Transaction\*  
H = After Hour  
L = Exceeds Maximum Limit\*

M = MPG Range  
O = Other: Not Fuel/Oil  
P = Price per Gallon\*

S = Invalid State\*  
W = Weekend  
\* Denotes future exception possibility.

Last update: 12/19/98

Figure 24

Fuel

## Electronic Fuel Card – Sample Report

Page: 101

GE Capital Fleet Services

Details every transaction outside established parameters.

**ELECTRONIC FUEL CARD EXCEPTION REPORT**

PIN # entered at fuel site identifies driver.

Your level structure sorted up to 6 levels.

INVOICE DATE: 01/01/99

FLEET LEVEL 2 LEVEL 3

5555 GROUP A

ABC ENTERPRISES, INC. GROUP A

DATE	TIME	OIL CO.	ADDRESS	ODOMETER	DRIVER NAME	PROD TYPE	UNIT/ GALLONS	COST UNIT	TOTAL COST	MPG	EXCEPT. CODES
<p>GE UNIT: 0028001 CLIENT UNIT: JOHN SMITH 1998 FORD WINDSTAR ON ROAD: 9/15/97 ISSUED: 9/18/97</p>											
11/18/98	12:19	TOTAL	1234 JOHN ST., EDEN PRAIRIE MN 55346	22993	SMITH	UN+	14.500	1.090	15.81	19.31	F
11/25/98	16:21	SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345	23716	SMITH	SUP	20.400	1.140	23.26	16.23	DFW
11/29/98	16:20	SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345	23716	SMITH	MOT	2.000	2.000	4.00		DOW
11/29/98	16:20	SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345	23716	SMITH	TAX	1.000	0.13			DOW
12/06/98	15:11	MOBIL	789 MAIN ST., EDINA MN 55345	25115	SMITH	UNL	19.300	0.990	19.11	72.49	M/W
<p>GE UNIT: 0099001 CLIENT UNIT: POOL UNIT 1999 FORD TAURUS ON ROAD: 8/24/98 ISSUED: 8/24/98</p>											
11/16/98	12:10	AMOCO	1234 ANYSTREET, ORONO MN 55392	8865	DOE	UN+	12.600	1.080	13.61	21.57	F
11/23/98	00:00	MOBIL	456 MAIN STREET, NAVARRE MN 55391	9143	BROWN	SUP	12.100	1.150	13.92	22.98	FH
11/29/98	07:47	MOBIL	456 MAIN STREET, NAVARRE MN 55391	9481	BROWN	UNL	15.700	1.010	15.86	21.53	W
12/07/98	11:07	SUPAMR	987 ANYWHERE DR., CHASKA, MN 55318	999999	JOHNSON	UN+	18.200	1.090	17.66	61143.09	FM
12/13/98	00:00	TOTAL	1234 ANYSTREET, ORONO MN 55392	10032	DOE	UNL	14.100	0.990	13.96	-70210.43	MW

Your GE unit number referenced.

Fueling site name and address.

Clearly identified exceptions.

Exception Codes:

A = Asset is off-road - new asset not found\*  
C = Cost Per Transaction  
D = Multiple per Day  
F = Fuel Type  
G = Gallons per Transaction\*  
H = After Hour  
L = Exceeds Maximum Limit\*  
M = MPG Range  
O = Other: Not Fuel/Oil  
P = Price per Gallon\*  
S = Invalid State\*  
W = Weekend  
\* Denotes future exception possibility.

Last update 12/16/98



Figure 25

## RapidTag™ Program

*The RapidTag™ Program makes certain that the registration renewal for all your vehicles is properly completed and that the renewal license plates, tags and stickers are distributed on time. RapidTag™ eliminates costly penalties, maximizes driver productivity and gives you more time to manage your core business.*

### One Comprehensive Package

The RapidTag™ Program is the only guaranteed registration program that keeps your drivers on the road. With RapidTag™, re-licensing and re-registration for your entire fleet is handled properly and on time in all 50 states and 12 provinces in Canada. GE will complete all necessary administrative work for you, including:

- Tracking all renewal and re-registration dates for plates, tags or stickers
- Monitoring changes in state/province and county filing regulations
- Settling variances
- Paying correct fees
- Sending tags and plates directly to your designated drivers

### One Convenient System

The RapidTag™ system works in four stages, keeping you well informed at every step.

- 90 days before due date: You will receive a renewal list of all your vehicles with any expirations occurring in the next 90 to 120 days.
- 60 days before due date: Your drivers receive an instruction kit, which details specific information (odometer reading, emissions certificate, state/province inspection, etc.) required for re-registration of their assigned vehicle.
- 45 days before due date: If we have not received the requested information, a reminder letter will be sent to the driver.
- 30 days before due date: GE files with the appropriate state/province, county or city Department of Motor Vehicles Division/Ministry for the new tags or plates for your vehicles and pays all fees. Once the renewals are processed, we send the new tags or plates directly to your drivers prior to the expiration date.

### Enhanced Productivity

RapidTag™ not only saves you from penalties and tickets resulting from late registration, it helps your operations run more efficiently by:

- Consolidating all re-registration fees into a single, monthly invoice
- Eliminating multiple payments to governing agencies
- Reducing driver reimbursement

Figure 26

# RapidTag™ Cost Benefit Projection Analysis

*This analysis is intended to demonstrate the savings potential of the GE RapidTag™ license renewal program.*

## Assumptions

Total Number of Vehicles	30
Vehicles Replaced Per Year	33%
Number of Vehicles Renewed Per Year	20
Value of Driver's Time	\$50 /hr.
Avg. Time to Apply for Renewals	2 /hr.
Value of Fleet Management's Time	\$65 /hr.
Problem Renewals	15%
Fleet Management's Time Per Problem	0.5 /hr.
Avg. Fine	\$50
Internal Cost of "Hot" Check	\$25
Percent "Hot" Checks	25%
Avg. Renewal Cost	\$100

## Renewal Cost

	<u>Current</u>	<u>Rapid Tag™</u>
Driver's Time	\$2,500	\$0.00
Fleet Management's Time	\$97	\$24
Fines and Penalties	\$150	\$0.00
Issuance of "Hot" Checks	\$125	\$0.00
Renewals for 30 Vehicles	\$2,000	\$2,000
Services Fee (\$2.25 Per Unit Per Month)	\$0.00	\$900
<b>Total Cost</b>	<b>\$4,872</b>	<b>\$2,924</b>

Potential Annual Net Savings

**\$1,948**

\* Assumes fleet administration's time spent on renewals will be reduced to 25% once on RapidTag™ program.

Savings Per Unit	\$97
Savings Percentage	40%

These cost savings are estimates and may vary depending on your particular usage.

Figure 27

## Vehicle Resale

*Remarketing Services provides a three-channel approach to selling used vehicles:*

- Wholesale
- Employee Purchase Program
- Company Arranged Offer

These sale channels are designed to maximize your sale proceeds in the shortest time possible.

### Wholesale

- GE picks up the used vehicle and markets it through its national wholesale network of auctions and brokers.
- Full service resale process
- National coverage
- Regional expertise
- Close monitoring of process
- Proven results (net proceeds average 101% Automotive Market Report\*)
- \*AMR using "Clean Condition" adjusted for miles

### Employee Purchase Program

- Full service process where GE prices the used vehicle at fair market value based on a predetermined pricing formula, takes employee inquiries about the purchase process, and if the employee's offer is accepted, sends the title and bill of sale to the employee upon sale completion.
- Provides ability to obtain the highest resale proceeds
- GE Wholesale Matrix reflects current market conditions
- No cost to lessee

### Company Arranged Offer

This customer-driven method gives you greater flexibility in the resale process.

- Lessee proposes a buyer for the vehicle
- GE upon acceptance of the purchaser's offer, completes the sale and sends the title and bill of sale

## Figure 28

### Summary

30

Thank you for undertaking our Vehicle Management Consultation.

Based on your current fleet profile, you could save

\$62,218

by implementing these customized recommendations  
with GE.

### To Take Advantage of the These Savings

Contact us in any of the following ways:

1. Call 1-888-335-GESB (4372) to speak with a Specialist (8 a.m. to 6 p.m. EST)
2. Select "Contact Us" on this website: <http://www.gesmallbusiness.com>

After you "Contact Us" a GE Small Business Solutions Specialist will contact you within 3 hours during normal business hours regarding your inquiry.

3. Fill out the on-line credit application and submit it . A GE Small Business Solutions Specialist will contact you within 3 hours during normal business hours.

(<http://www.gesmallbusiness.com>)

This information is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

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